**Summary Report for Individual Task
805K-79R-4003
Establish a Network-Centric Recruiting Environment
Status: Approved**

Condition: Given a Recruiting area with access to School Zone, Business Intelligence Zone, COI/VIP list, UM 3-06 establish a Network-Centric environment. All required references can be accessed at the following link:

https://sites.google.com/a/goarmy.com/publications-library/home

Standard: Identify potential members of your internal and external network; regularly participate in frequent cross talk and information sharing with your internal network; synchronize external networking activities and recruiting efforts with events and the rhythm of the surrounding civilian community; maintain updated records on entire network.

Special Condition: None

Safety Risk: Low

MOPP 4:

Task Statements

Cue: None

DANGER
None

WARNING
None

CAUTION
None

Remarks: None

Notes: None

Performance Steps

1. Develop Internal Network IAW UM 3-06 Chapter 3.

    a. Develop relations with the recruiting staff.

        (1) Recruiting and Retention School (RRS).

        (2) Accessions Support Brigade (ASB).

            (a) Army Marksmanship Team.

            (b) Golden Knights Parachute Team.

            (c) NASCAR/NHRA Racing Team.

        (3) BN/BDE/USAREC/HQDA staff personnel.

            (a) Education Support Services.

            (b) Total Army Involvement in Recruiting (TAIR).

            (c) Mission and Market Analyst (MMA).

            (d) Home Town Recruiter Assistance Program (HRAP).

            (e) Battalion Master Trainer.

    b. Develop relationships with other recruiters.

        (1) Fellow Army recruiters in the station.

        (2) Sister service recruiters.

    c. Develop relationship with other units.

        (1) All active military units.

        (2) All USAR and NG units.

        (3) All ROTC/JROTC units.

    d. Develop relationships with Future Soldiers.

        (1) Future Soldiers are still socially connected to society.

        (2) Soldiers can earn promotions from referrals (a win, win situation).

    e. Develop relationships with other recruiting leaders in person or via Recruiting ProNet (share ideas).

        (1) Superiors.

(2) Subordinates.

(3) Peers.

2. Develop External Network IAW UM 3-06 Chapter 3.

    a. Develop a local community network.

    b. Develop a local business network.

    c. Manage School Programs.

    d. Develop relationships with local clubs and organizations.
       Note: Get advice from Commander, Judge Advocate, or A&PA on how to align the Army with the goals of selected organizations.

      (1) Sporting/Hunting Clubs.

      (2) Veterans organizations.

      (3) College Clubs/Sororities.

      (4) Work Groups.

      (5) Chamber of Commerce.

      (6) Civic Organizations.

3. Update information systems to keep records on entire network current:

    a. Recruiter Zone.

    b. Recruiter Zone calendar.

    c. School Zone.

    d. COI/VIP.

(Asterisks indicates a leader performance step.)

Evaluation Guidance: Score "GO" if Soldier correctly performs all performance measures. Score "NO GO" if Soldier incorrectly performs one or more performance measure. Provide on-the-spot correction, should the Soldier experience minor difficulty. Consider directing self-study or OJT for Soldiers who experience major difficulties in task performance.

Evaluation Preparation: This task may be evaluated by using the evaluation guide and/or administering the performance test. Evaluation Guide: If the task is performed on the job, use the materials listed in the CONDITIONS statement above. This task can be evaluated by using the evaluation guide.

PERFORMANCE MEASURES	GO	NO-GO	N/A
1. Developed Internal Network.			
a. Developed relations with the recruiting staff.			
(1) Recruiting and Retention School (RRS).			
(2) Accessions Support Brigade (ASB).			
(a) Army Marksmanship Team.			
(b) Golden Knights Parachute Team.			
(c) NASCAR/NHRA Racing Team.			
(3) BN/BDE/USAREC/HQDA staff personnel.			
(a) Education Support Services.			
(b) Total Army Involvement in Recruiting (TAIR).			
(c) Mission and Market Analyst (MMA).			
(d) Home Town Recruiter Assistance Program (HRAP).			
(e) Battalion Master Trainer.			
b. Developed relationships with other recruiters.			
(1) Fellow Army recruiters in the station.			
(2) Sister service recruiters.			
c. Developed relationship with other units.			
(1) All active military units.			
(2) All USAR and NG units.			
(3) All ROTC/JROTC units.			
d. Developed relationships with Future Soldiers.			
(1) Future Soldiers are still socially connected to society.			
(2) Soldiers can earn promotions from referrals (a win, win situation).			
e. Developed relationships with other recruiting leaders in person or via Recruiting ProNet (share ideas).			
(1) Superiors.			
(2) Subordinates.			
(3) Peers.			
2. Developed External Network IAW UM 3-06 Chapter 3.			
a. Developed a local community network.			
b. Developed a local business network.			
c. Managed School Programs.			
d. Developed relationships with local clubs and organizations.			
(1) Sporting/Hunting Clubs.			
(2) Veterans organizations.			
(3) College Clubs/Sororities.			
(4) Work Groups.			
(5) Chamber of Commerce.			
(6) Civic Organizations.			
3. Updated information systems to keep records on entire network current:			
a. Recruiter Zone.			
b. Recruiter Zone calendar.			
c. School Zone.			
d. COI/VIP.			

Supporting Reference(s):

Step Number	Reference ID	Reference Name	Required	Primary
	USAREC MANUAL 3-01	The Recruiter Handbook	Yes	No
	USAREC Manual 3-06	Recruiting Center Operations	Yes	Yes

Environment: Environmental protection is not just the law but the right thing to do. It is a continual process and starts with deliberate planning. Always be alert to ways to protect our environment during training and missions. In doing so, you will contribute to the sustainment of our training resources while protecting people and the environment from harmful effects. Refer to FM 3-34.5 Environmental Considerations and GTA 05-08-002 ENVIRONMENTAL-RELATED RISK ASSESSMENT. Environmental protection is not just the law but the right thing to do. It is a continual process and starts with deliberate planning. Always be alert to ways to protect our environment during training and missions. In doing so you will contribute to the sustainment of our training resources while protecting people and the environment from harmful effects.

Safety: In a training environment, leaders must perform a risk assessment in accordance with ATP 5-19, Risk Management. Leaders will complete the current Deliberate Risk Assessment Worksheet in accordance with the TRADOC Safety Officer during the planning and completion of each task and sub-task by assessing mission, enemy, terrain and weather, troops and support available-time available and civil considerations, (METT-TC). Note: During MOPP training, leaders must ensure personnel are monitored for potential heat injury. Local policies and procedures must be followed during times of increased heat category in order to avoid heat related injury. Consider the MOPP work/rest cycles and water replacement guidelines IAW FM 3-11.4, Multiservice Tactics, Techniques, and Procedures for Nuclear, Biological, and Chemical (NBC) Protection, FM 3-11.5, Multiservice Tactics, Techniques, and Procedures for Chemical, Biological, Radiological, and Nuclear Decontamination. "Everyone is responsible for safety. A thorough risk assessment must be completed prior to every mission or operation."

Prerequisite Individual Tasks : None

Supporting Individual Tasks : None

Supported Individual Tasks : None

Supported Collective Tasks : None